

London Downtown Business Association
2019 Proposed Budget
with 2018 Comparators

Revenue Overview

LDBA Revenue Detail:	2018 Approved Budget	2018 Actuals	2018 Surplus (Deficit)	2019 Proposed Budget	% of Total Rev	Increase / (Decrease) over 2018	% Budget Change over 2018
Total City of London Levy	1,915,390	1,915,390	-	1,915,390		-	0.0%
LDBA Reserve Drawdown			-			-	0.0%
Interest Income	1,100	1,645	545	1,100		-	0.0%
Miscellaneous Income	-	-	-	-		-	0.0%
Total LDBA Revenue	1,916,490	1,917,036	545	1,916,490	100.0%	-	0.0%

Expenditure Overview

LDBA Expenditure Detail:	2018 Approved Budget	2018 Actuals	2018 Surplus (Deficit)	2019 Proposed Budget	% of Total Exp	Increase / (Decrease) over 2018	% Budget Change over 2018
ADMINISTRATION							
Wages and Benefits	435,910	435,910	-	486,000		50,090	11.5%
Telephone	15,000	13,463	1,537	15,000		-	0.0%
Stationery and Supplies	3,500	3,418	82	4,000		500	14.3%
Insurance	6,700	7,113	(413)	7,200		500	7.5%
Professional Services	3,600	3,529	71	3,600		-	0.0%
Purchase and Leasing Equipment	17,000	16,777	223	16,500		(500)	(2.9%)
Training / Conferences	18,000	19,607	(1,607)	18,000		-	0.0%
Subscriptions / Memberships	3,000	3,618	(618)	3,100		100	3.3%
Legal & Audit	5,000	3,233	1,767	10,000		5,000	100.0%
Cleaning	7,700	8,146	(446)	8,000		300	3.9%
Board Development & Expenses	5,000	5,132	(132)	5,000		-	0.0%
Office Furniture	7,300	7,979	(679)	11,000		3,700	50.7%
Possible Move				60,000			
Miscellaneous Expense	3,590	3,513	77	3,290		(300)	(8.4%)

Total Administration	531,300	531,438	(138)	650,690	34.0%	59,390	11.2%
RENT							
Rent and Hydro	78,000	69,194	8,806	80,000		2,000	2.6%
Total Rent	78,000	69,194	8,806	80,000	4.2%	2,000	2.6%
MEMBER SERVICES							
Graffiti Removal	54,000	52,200	1,800	53,000		(1,000)	(1.9%)
Pigeon Program	-		-			-	0.0%
Annual General Meeting	15,000	24,190	(9,190)	20,000		5,000	33.3%
Total Member Services	69,000	76,390	(7,390)	73,000	3.8%	4,000	5.8%
BUSINESS DEVELOPMENT							
Communications & Marketing	350,000	409,014	(59,014)	284,000		(66,000)	(18.9%)
Promo Downtown Dollars	55,000	65,000	(10,000)	65,000		10,000	18.2%
Top up Tenant Improvement Loan Funding			-			-	0.0%
MainStreet Sponsorship	355,500	266,065	89,435	219,700		(135,800)	(38.2%)
MainStreet About Face Sponsorship	125,000	174,435	(49,435)	225,000		100,000	80.0%
Planters	39,100	24,376	14,724	30,000		(9,100)	(23.3%)
Public Art	10,000	6,518	3,482	10,000		-	0.0%
Clean Team	143,000	142,078	922	146,100		3,100	2.2%
Downtown Issues	-	-	-	-		-	0.0%
Volunteer Recognition	5,000	172	4,828	2,500		(2,500)	(50.0%)
Miscellaneous	5,090	1,941	3,149	5,000		(90)	(1.8%)
Total Business Development	1,087,690	1,089,599	(1,909)	987,300	51.5%	(100,390)	(9.2%)
Tax Write offs	90,000	55,808	(34,192)	90,000		-	0.0%
Allowance for Vacancy Rebates	20,000	-	(20,000)			(20,000)	(100.0%)
HST	40,500	11,887	28,613	35,500		(5,000)	(12.3%)
Total LDBA Expenditure	1,916,490	1,834,315	(26,210)	1,916,490	100.0%	(60,000)	(3.1%)
Net Surplus / (Deficit)	-	82,720	(25,665)	-			
Draw from / (Contribution to) Operating Fund	-	(82,720)	25,665	-			
Net	-	-	-	-			

All figures subject to audit.

All figures subject to rounding.

**MainStreet London
2019 Proposed Budget
with 2018 Comparators**

Revenue Overview

MainStreet London Revenue Detail:	2018 Approved Budget	2018 Actuals	2018 Surplus (Deficit)	2019 Proposed Budget	% of Total Rev	Increase / (Decrease) over 2018	% Budget Change over 2018
City of London Funding	-		-	-		-	0.0%
London Downtown Business Association (LDBA) Sponsorship	355,500	266,065	(89,435)	219,700		(135,800)	(38.2%)
LDBA Sponsorship for About Face	125,000	174,435	49,435	225,000		100,000	80.0%
Interest Income	-	2,023	2,023	-		-	0.0%
Miscellaneous Income	-	37,812	37,812	-		-	0.0%
Reserve Drawdown			-			-	0.0%
Total MainStreet London Revenue	480,500	480,335	(165)	444,700	1	(35,800)	(7.5%)

Expenditure Overview

MainStreet London Expenditure Detail:	2018 Approved Budget	2018 Actuals	2018 Surplus (Deficit)	2019 Proposed Budget	% of Total Exp	Increase / (Decrease) over 2018	% Budget Change over 2018
ADMINISTRATION							
Personnel Costs	92,650	92,650	-	93,800		1,150	1.2%
Total Administration	92,650	92,650	-	93,800	21.5%	1,150	1.2%
ORGANIZATION / DESIGN / PROMOTION							
About Face	125,000	174,435	(49,435)	225,000		100,000	80.0%
Fiber Optic Program	-	-	-	-		-	0.0%
TIL Bad Debt	-	13,784		-		-	0.0%
Wi-Fi - LAWN	21,000	48,164	(27,164)	37,000		16,000	76.2%
Business Retention	47,000	13,349	33,651	14,700		(32,300)	(68.7%)
Recruitment	183,750	115,042	68,708	65,000		(118,750)	(64.6%)
Total Organization / Design / Promotion	376,750	364,774	25,760	341,700	78.5%	(35,050)	(9.3%)
HST Write off of 50% at year end	11,100	4,956	6,144			(11,100)	(100.0%)
Total Other	11,100	4,956	6,144	-	0.0%	(11,100)	(100.0%)

Total MainStreet London Expenditure	480,500	462,380	31,904	435,500	100.0%	(45,000)	(9.4%)
Net Surplus / (Deficit)	-	17,955	31,739	9,200			
Draw from (Contribution to) Operating Fund	-	(17,955)	(17,955)	(9,200)			
Net	-	-	13,784.00	-			

All figures subject to audit.
All figures subject to rounding.